

3 Instructions to Interested Developers

3.1 Submission Date and Address

Interested developers are requested to submit their expressions of interest in two original hard copies and one electronic copy on CD to KHCC to the address below:

Address	King Hussein Cancer Center Material Management Department East Office Building - Second Floor Basel Yazouri Street (Building no. 23) Amman – Jordan
Tel	+962 6 5300 460 ext. 2260
Fax	+962 6 5300 468

The deadline for submission of expressions of interest is May 17th at 2 p.m. Documents received after the deadline will not be accepted.

3.2 Submission Requirements

Two hard copies should be submitted in a sealed envelope and should be marked as "Expression of Interest – BOO Solar PV Plant for KHCC". Each envelope should be labeled with the developer's name and contact details.

Electronic copies should be submitted on an accompanying CD or USB memory in PDF or MS Word format.

3.3 Language

The EoI documents shall be written in the English Language.

3.4 Clarifications

Requests for clarifications may be received until one week prior to the submission deadline.

3.5 Structure of the EoI

Each developer should provide the following information:

- Name of the Company / Companies in case of consortiums
- Company Main Activity
- Address
- Official Website
- Telephone
- Fax

Appendix C: Evaluation Criteria

Criteria	Points
PV Experience	55
PV Capacity Developed	20
PV Capacity Installed	10
Projects > 8 MW	5
Experience in Jordan and Middle East	10
Years of Experience in the Solar Market	5
PV O&M Experience	5
Financial Capabilities	30
Annual turnover for the last 3 years	15
Profit for the last 3 years	5
Working capital (must be positive), credit rating if available, evidence of sources of finance	10
Presence in Jordan	5
Completeness, organization, clarity and consistency of the EoI documents	10
Total	100

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Client Contact Person/ Position	
Partners(If Any)	
Scope of Work	
Activities Provided by the Company	
Activities Provided by Partner(s)	
Contract Value (USD)	
Value of Services Provided by Partner(s) (USD)	

Developers must obtain at least 70 points to qualify. KHCC will qualify a maximum of 12 developers. In case more than 12 qualify, the 12 highest ranked qualifying developers will be invited to submit proposals. KHCC retains the right to accept or reject any expression of interest at its sole discretion.

1 Introduction

The King Hussein Cancer Center (KHCC) is a medical center in Amman, Jordan. KHCC treats over 3,500 new cancer patients every year from Jordan and the region. KHCC has established programs that focus on all stages of comprehensive cancer care: from prevention and early detection, through diagnosis and treatment, to palliative care. The King Hussein Cancer Foundation (KHCF), founded in 1997, undertakes various fundraising activities to support and maintain the mission of KHCC as a comprehensive cancer center of excellence. KHCF is a free-standing, independent, non-governmental, nonprofit organization established by a royal decree to combat cancer in Jordan and the Middle East region.

KHCC is expanding into a new facility which is expected to be operational by 2017 which will lead to an increase in its electricity consumption. In order to reduce the burden of its electricity bill, reduce its impact on the environment, and mitigate the financial impact of tariff distortion, KHCC wishes to enter in a long-term agreement to purchase electricity produced from a photo-voltaic (PV) power plant to help meet its energy consumption needs. To this end, KHCC is seeking developers to build, own, and operate a grid connected solar PV power plant; to transmit the power to KHCC over the Jordanian grid in accordance with Jordanian energy wheeling regulations. KHCC intends to select a developer through a competitive bidding process and hereby invites interested developers to express their interest in participating in the process. Selected developers will be requested to provide proposals. The PV plant is anticipated to be of capacity 15 – 25 MW. The expected capacity will be specified in the request for proposals.

This document provides background information about the role expected of the developers as well as the expected format for the expression of interest.

KHCC has retained ERCC/NORENSA and Mostaqbal Energy and Environmental Consultants as technical advisors to support it on the project.

- E-mail
- Contact Person Details (Title, Name, Telephone, and E-mail)

The EoI response provided by the developers should contain at least the following information:

- Description of the Company/consortium
- Company's history, type of business, organization, manpower, etc.
- Registration and accreditation certificates
- Understanding of the project and intended approach if qualified
- Experience in developing BOO projects (whether in power projects or other projects) as a lead developer
- Experience in developing PV projects in the Middle East and Jordan
- Financial Capabilities, lines of credit, supporting documents from entities
- Human resources and capabilities of the organization
- Evidence or indication of ability to secure finance (lines of credit, supporting letters from banks or investors)
- Credit ratings if available
- O&M Capabilities
- Potential Contractors or subcontractors if identified
- Any additional relevant information which demonstrate the capabilities of the developer

Failure to include any of the above will result in a loss of points and potential disqualification. Interested developers should provide audited financial statements for the last 3 years (2013, 2014, 2015).

Interested developers are requested to fill the forms attached to Appendix A and Appendix B. Interested Developers may take the form of company, firm, corporate body, consortium or joint venture to achieve the expertise, skills and resources. In case of consortiums or joint ventures, each member should fill a separate form and provide financial statements.

In case of joint ventures or consortiums, the member's roles should be identified clearly at this stage through a JV Agreement duly signed by authorized persons.

Developers should provide proof of their major projects by providing contracts, completion certificates or reference letters, and contacts to the clients.

Developers should provide a brief explanation about their plan for financing, construction, operation, and maintenance.

3.6 Evaluation Criteria

The criteria for the prequalification process is attached to Appendix C

Appendix B: Company/Consortium Information

Interested Developers are requested to fill the form below and to provide financial statements for the last 3 years. In case of Consortium, the same information should be submitted to each partner involved.

	Requested Information	Notes
Number of Employees		
Year Founded		
Experience in the solar market (Years)		
Number of offices in Middle East		Branches Information or Partners Information
Presence In Jordan		Branches Information or Partners Information
Involvement in Projects in Jordan		Information about projects or potential projects in Jordan
Annual Turnover (USD)		Annual turnover for the last 3 years is requested
Net Profit (USD)		Overall Profit for the last 3 years is requested

2 Role of the Developer

The project developer will be responsible for all aspects of the development a PV project to supply KHCC with its need of electricity.

The project will be tendered on a build-own-operate “BOO” basis. The developer will be responsible for securing land, for all the aspects of finance, design, construction, commissioning, connection to the grid and contracting with the relevant distribution/transmission company on behalf of KHCC to wheel electricity across the grid to KHCC. The developer will be expected to enter into a long-term agreement with KHCC. The work the developer is expected to carry out includes the following activities:

- Project Study and Preliminary Design
- Selection and acquisition of land or land rights
- Develop all needed studies (i.e., topographic surveys, geotechnical investigations, Environmental Impact Assessment, Grid Impact Study, etc.)
- Obtaining the necessary approvals for construction, operation, and wheeling of electricity over the grid
- Land Surveys
- Selecting an EPC Contractor
- Supervising the EPC contractor and Site Works
- Connection to the grid
- Providing KHCC with Progress Reports throughout the project phases
- Completion of project according to schedule
- Operating the PV plant and monitoring the plant performance

To execute the requested scope of work, the developer will be required to enter into a number of agreements with various parties. Some of these are listed below. Developers are required to verify for themselves the requirements of developing the PV plant.

Contract	Counterparties	Governing law
Project development Agreement	KHCC/Developer	Jordan
Land Lease Agreement	Developer/Landlord	Jordan
Grid connection agreement	NEPCO/distribution companies	Jordan

**King Hussein Cancer Centre
BOO Solar PV Plant
Request for Expression of Interest
from Developers**
